

Message Text

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TO AMEMBASSY ATHENS IMMEDIATE
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STADIS/////////////////
FOR AMBASSADOR FROM HARTMAN AND NIMETZ
E.O. 11652: GDS

TAGS: PFOR, MARR, GR, US

SUBJECT: US-GREEK DEFENSE COOPERATION DISCUSSIONS

REF: ATHENS 3845

1. DEPARTMENT APPRECIATES EMBASSY'S ASSESSMENT (REFTEL)
OF GREEK BASE NEGOTIATION DISCUSSIONS. WHILE WE SHARE
MANY OF YOUR IMPRESSIONS ABOUT THE DEGREE OF PROGRESS
MADE IN THE LAST TWO WEEKS, OUR ESTIMATE OF WHERE WE STAND
DIFFERS SOMEWHAT FROM THE EMBASSY'S, AND IT SEEMS TO US
IMPORTANT THAT OUR PERCEPTIONS COINCIDE SO THAT WE WORK
TOGETHER TO DEVELOP A STRATEGY TO COMPLETE THE NEGOTIATIONS.

SECRET

SECRET

PAGE 02 STATE 099879

WHAT FOLLOWS ARE THE DEPARTMENT'S APPRAISAL AND SUGGESTIONS
FOR THE FUTURE. YOUR COMMENTS ARE INVITED. THIS MESSAGE
HAS BEEN SHOWN TO BUT NOT CLEARED BY DOD, WHOSE VIEWS ON
SOME ISSUES DIFFER FROM THE DEPARTMENT'S.

2. OF THE EIGHT ISSUES WHICH WERE OPEN WHEN THE NEGOTIA-
TIONS COMMENCED ON APRIL 13, ONLY ONE HAS BEEN FULLY RE-

SOLVED. ADMITTEDLY THAT ISSUE -- GENERAL ACCESS -- WAS PARTICULARLY TROUBLESOME, AND WE ARE MOST PLEASED TO HAVE IT BEHIND US. RESOLUTION OF THIS QUESTION HAS COME, HOW-

EVER, AS A RESULT OF CONCESSIONS BY THE US AND NO SUBSTANTIAL MOVEMENT BY GREECE.

3. REAL PROGRESS DOES APPEAR TO HAVE BEEN MADE AS A RESULT OF GREEK FLEXIBILITY IN THE AREA OF INTELLIGENCE ARRANGEMENTS, AND IT IS OUR HOPE AND EXPECTATION THAT THESE GREEK CONCESSIONS CAN BE DOCUMENTED IN ESSENTIALLY THE FORM DESCRIBED IN REFTTEL.

4. WE ARE SOMEWHAT LESS FAR ALONG ON THE SUPERCESSION QUESTION THAN THE EMBASSY HAS INDICATED. YOU WILL BY NOW HAVE RECEIVED FURTHER INSTRUCTIONS ON THIS QUESTION WHICH INDICATE THAT WE CANNOT FULLY ACCEPT THE CURRENT GREEK POSITION. OUR HOPE IS THAT EARLY COMPROMISE ON THIS MATTER CAN BE REACHED.

5. THERE WOULD ALSO STILL APPEAR TO BE A GREAT POTENTIAL FOR LENGTHY DISCUSSIONS WITH RESPECT TO SOUDA BAY AND HELLENIKON. ON SOUDA BAY, WE APPRECIATE THAT THE EMBASSY HAS NOW INTRODUCED WASHINGTON'S COST SHARING FORMULA (ATHENS 3910), BUT IT WOULD SEEM FROM THE DESCRIPTION OF THOSE DISCUSSIONS THAT EXTENSIVE BARGAINING IS STILL REQUIRED AND THAT UNTIL COMPLETED THERE IS NO WAY TO GET DEFINITIVE GREEK AGREEMENT TO THE HELICOPTER SORTIES. ON HELLENIKON, WE ARE ENCOURAGED BY PROGRESS TO DATE.

SECRET

SECRET

PAGE 03 STATE 099879

6. THE PARITY IN PROCUREMENT QUESTION, AS THE EMBASSY RECOGNIZES, STILL STANDS AS A POTENTIAL MAJOR STICKING POINT. HOW SERIOUS OUR PROBLEMS ARE DEPENDS ON THE KIND OF REVISED LIST OF EQUIPMENT THE GREEKS GIVE US. AT THIS POINT, IT SEEMS IMPOSSIBLE TO JUDGE WHETHER THIS ISSUE IS CLOSE TO RESOLUTION.

7. IF THE ABOVE ANALYSIS IS CORRECT, IT WOULD BE PREMATURE TO SUGGEST THAT WE ARE ON THE VERGE OF COMPLETING THE NEGOTIATIONS. WE CERTAINLY WOULD NOT WANT AT THIS POINT TO INTRODUCE A FINANCIAL "SWEETENER". IF THE GREEKS APPEAR UNWILLING TO PROCEED NOW TO DETAILED DISCUSSIONS OR FINAL DRAFTING UNTIL CONCEPTUAL AGREEMENT HAS BEEN REACHED ON ALL ISSUES, WE WOULD WELCOME YOUR RECOMMENDATIONS AS TO WHETHER THE TIME HAS ARRIVED TO CONCENTRATE DISCUSSION ON ONLY A FEW KEY QUESTIONS SUCH AS (A) COST SHARING AT SOUDA BAY, (B) PARITY OF PROCUREMENT, (C) SUPERCESSION OF DOCUMENTS AND (D) BEGIN CONSIDERATION OF

TECHNICAL ASPECTS OF THE AIRBORNE RECONNAISSANCE PACKAGE.
WOULD IT NOT, FOR EXAMPLE, BE USEFUL TO SEND OUT TO ATHENS
TWO OR THREE NSA REPRESENTATIVES NOW TO CARRY ON SUCH
DISCUSSIONS.

8. WITH RESPECT TO AIRBORNE RECONNAISSANCE, WE DID NOT
INTEND IN STATE 094068 TO INFER THAT OUR PREVIOUS OFFER
WAS BEING WITHDRAWN. OUR CURRENT EFFORT CENTERS ON TRYING
TO LOCATE A FUNDING SOURCES SO THAT OUR PREVIOUS OFFER
CAN BE EXPLICITLY AND FORMALLY CONFIRMED. THIS IS A
COMPLEX BUREAUCRATIC PROCEDURE WHICH REQUIRES ADDITIONAL
TIME. WITHOUT REAFFIRMING THE OFFER, CAN WE PROCEED WITH
TECHNICAL DISCUSSION OF THE PACKAGE AS CONTEMPLATED IN
PARA 7 ABOVE? WITH RESPECT TO NEAMAKRI AND THE TELE-
COMMUNICATIONS, WE SEE NO ALTERNATIVE BUT TO CONTINUE THE
PRESENT NEGOTIATING STRATEGY OF RESISTING GUARANTEES. AT
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SECRET

PAGE 04 STATE 099879

THE SAME TIME WE SHOULD FEND OFF ANY GREEK ATTEMPT TO MOVE
BACK TO THE CONCEPT OF JOINT PARTICIPATION.

9. EFFORTS ARE BEING MADE TO GAIN APPROVAL FOR AN IN-
CREASE IN ASSISTANCE LEVELS TO GREECE UNDER THE DCA WHICH
WILL, WE BELIEVE, PERMIT SATISFACTORY RESOLUTION OF BOTH
THE AIRBORNE RECONNAISSANCE AND NEAMAKRI TELECOMMUNICA-
TIONS ISSUES. IT WILL NOT BE POSSIBLE TO OBTAIN AUTHORI-
ZATION FOR SUCH INCREASE UNTIL IT IS CLEAR THAT ALL OTHER
ISSUES ARE RESOLVED AND OUR CURRENT PERCEPTION IS THAT
THAT MOMENT HAS NOT YET ARRIVED.
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